Message Text

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PAGE 01 STATE 148055 ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 EB-07 CIAE-00 INR-07 NSAE-00 /025 R

DRAFTED BY NEA/INS:JRGRAHAME:JES APPROVED BY NEA/INS:RFOBER,JR.

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P 242203Z JUN 77 FM SECSTATE WASHDC TO AMEMBASSY NEW DELHI PRIORITY

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E.O. 11652: N/A

TAGS: ETRD, BTVL, US, IN

SUBJECT: WESTINGHOUSE GAS TURBINE BIDS

REF: NEW DELHI 9039

- 1. GILBERT TUPPER, MARKETING MANAGER, WESTINGHOUSE GENERATION SYSTEMS DIVISION, ARRIVING NEW DELHI JUNE 28 AND WILL CONTACT AMBASSADOR AND COMMERCIAL ATTACHE.
- 2. AS RECOMMENDATION ON KARNATAKA AWARD SCHEDULED FOR WEEK OF JUNE 27, WESTINGHOUSE WASHINGTON REP (O'SHEA) HAS ASKED IF EMBASSY COULD CONTINUE TO STRESS WESTINGHOUSE'S TECHNOLOGY LEADERSHIP IN GAS TURBINE FIELD, THEIR FINANCIAL BACKGROUND AND ABILITY TO EXECUTE THE CONTRACT, THE FACT THAT TRANSFER OF WESTINGHOUSE TECHNOLOGY WILL ALLOW INDIA TO MANUFACTURE GAS TURBINE GENERATORS WHICH MEET THE HIGHEST TECHNOLOGY LEVEL AVAILABLE IN WEST AND IMPORTANCE WHICH AWARD TO WESTINGHOUSE WOULD PLAY IN DEV LOPMENT OF INDOUS. TECHNOLOGY AND TRADE RELATIONSHIPS IN DISCUSSIONS WITH LIMITED OFFICIAL USE

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BHEL AND ENERGY MINISTRY. WESTINGHOUSE ADDS THAT IT WOULD BE EXTREMELY USEFUL IF EMBASSY COULD ALSO PROVIDE FINANCE MINISTRY SECRETARY, ENERGY MINISTRY AND BHEL CHAIRMAN WITH LETTERS MAKING THESE POINTS. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X

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Concepts: TURBINE COMPONENTS, PROPOSALS (BID)

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